

Message Text

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14

ACTION EB-07

INFO OCT-01 EUR-12 EA-09 ISO-00 DODE-00 NRC-07 NSAE-00

USIA-15 TRSE-00 ERDA-07 CIAE-00 COME-00 MC-02 AID-05

SP-02 NSC-05 CIEP-02 SS-15 STR-04 OMB-01 CEA-01 /095 W

----- 119865

R 230824Z JUL 76

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 1061

INFO AMCONSUL HONG KONG

AMEMBASSY MOSCOW

AMEMBASSY PARIS

USLO PEING

UNCLAS TOKYO 11134

E.O. 11652: N/A

TAGS: ESTC, EEWT, JA, CH

SUBJECT: JAPANESE MAY SELL COMPUTER TO CHINA

1. HITACHI MANUFACTURING CO, A MAJOR JAPANESE COMPUTER MAKER, HAS LEAKED TO THE PRESS THAT IT HAS SUBMITTED TO CHINA A PROPOSAL FOR THE SALE OF A WEATHER INFORMATION AND TRANSMISSION SYSTEM INCORPORATING HITACHI MODELS M-160-II AND M-170 LARGE SCALE COMPUTERS. THE PRESS ALSO NOTED THAT HITACHI COMPUTER TERMINALS ARE PRESENTLY SUPPLIED BY CONTROL DATA CORPORATION AND THAT HITACHI EXPECTED CONTROL DATA EQUIPMENT TO BE A PART OF THE SALES PACKAGE. A HITACHI SPOKESMAN DECLINED TO GIVE US ANY DETAILS, BUT CONFIRMED GIST OF NEWS STORIES THAT IF COMMERCIAL TALKS ARE SUCCESSFUL, COMPANY INTENDS TO APPLY TO GOJ FOR EXPORT LICENSE UNDER COCOM PROCEDURES.

2. ACCORDING TO NEWS ACCOUNTS CHINESE ARE INTERESTED IN HITACHI WEATHER SYSTEM
PO FULFILL THEIR OBLIGATIONS
AS A MEMBER OF WORLD METEOROLOGICAL ORGANIZATION (WMO),
WORLDWIDE WEATHER WATCH PLAN (WWW) AND GLOBAL TELE-
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COMMUNICATION SYSTEMS (GTS). HITACHI BELIEVES THAT

PEACEFUL PURPOSES TO WHICH COMPUTERS WILL BE PART, AND
PERCEIVED RELAXATION OF COCOM CRITERIA, WILL ENABLE
COMPANY TO OBTAIN EXPORT LICENSE FROM GOJ.

3. COMMENT. STORIES ARE OBVIOUSLY TRIAL BALLOONS.
ACTUAL SALES CONTRACTS - AND THUS EXPORT LICENSE
APPLICATIONS - MUST AWAIT SUCCESSFUL CONCLUSION OF
SALES NEGOTIATIONS WITH CHINESE. BUT CLEARLY HITACHI
WOULD LIKE TO TAP INTO THE CHINESE MARKET AHEAD OF ITS
FOREIGN COMPETITION, ESPECIALLY IBM.
SHOESMITH

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Disposition Event:
Disposition History: n/a
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EO Systematic Review
04 MAY 2006

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